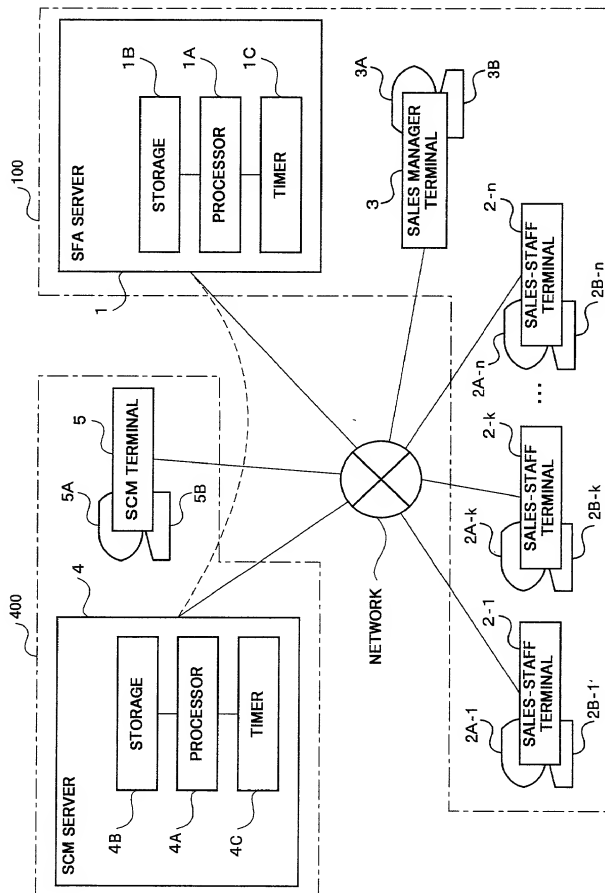


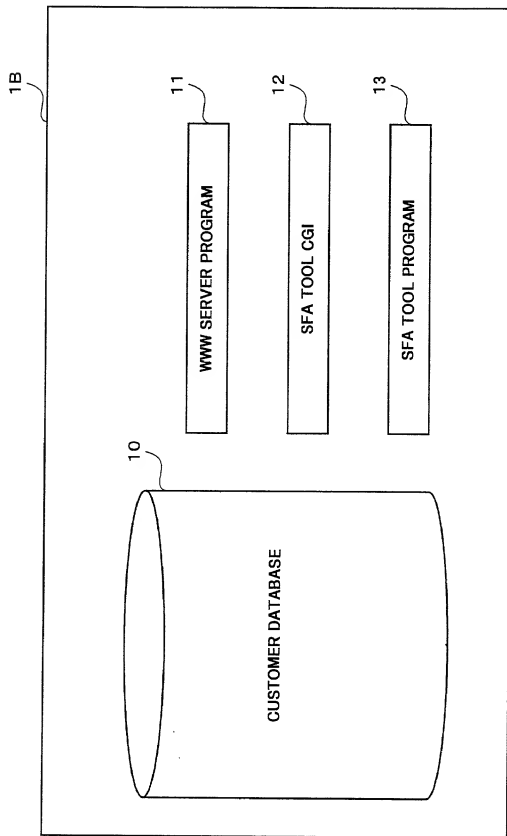
1/16

FIG. 1



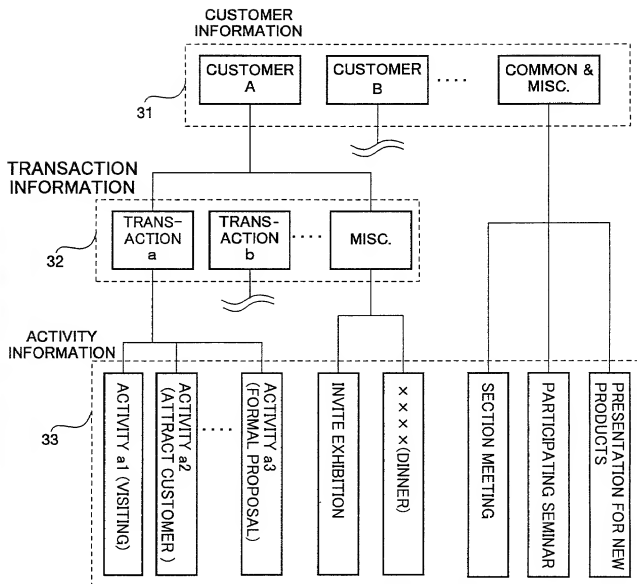
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FIG. 2



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FIG. 3



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FIG. 4

41 CUSTOMER 42 SECTION 43 STAFF 44 TRANSACTION 45 ACTIVITY 46 CALENDAR

SELECTION OF TARGET ITEM -> SPECIFY TAB OF TARGET ITEM.

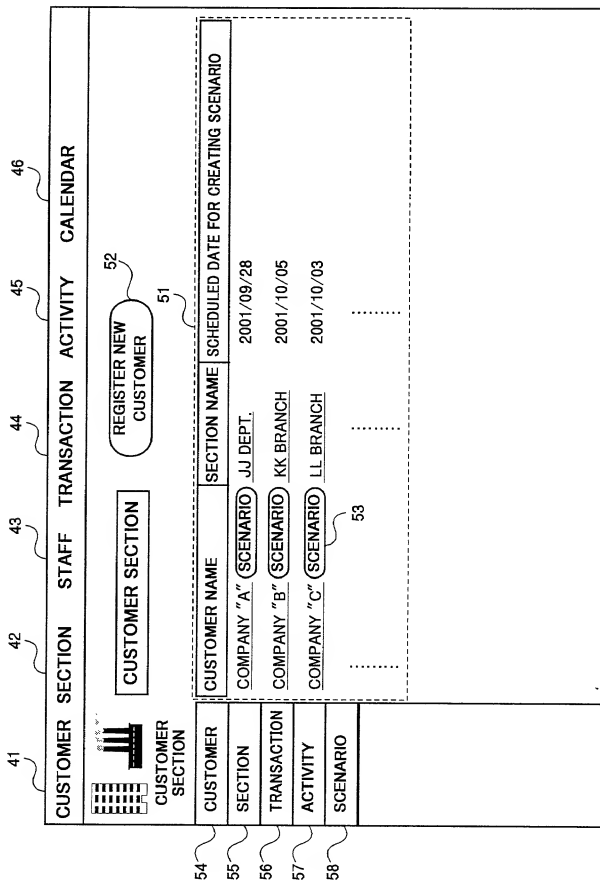
SELECT

NAME 47

PASSWORD 48

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FIG. 5



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
FIG. 6

41	42	43	44	45	46												
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR												
54	55	56	57	58													
CUSTOMER/TRANSACTION	CUSTOMER	SECTION	TRANSACTION	ACTIVITY	SCENARIO												
<div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p><b>CUSTOMER SECTION</b></p> <div style="border: 1px solid black; padding: 5px;"> <p>CUSTOMER (COMPANY) NAME COMPANY "B"</p> <p>TYPE OF INDUSTRY MANUFACTURING AND VENDING BUSINESS MACHINES</p> <p>SECTION NAME KK BRANCH</p> <p>ADDRESS NY CITY...</p> <p>PHONE NUMBER 012-345-6789</p> </div> </div> <div style="width: 50%;"> <p><b>TRANSACTION LIST</b></p> <div style="border: 1px solid black; padding: 5px; margin: 5px 0;"> <p>REGISTER NEW TRANSACTION</p> </div> <div style="border: 1px dashed black; padding: 5px;"> <table border="1" style="width: 100%;"> <thead> <tr> <th>TRANSACTION TITLE</th> <th>DETAILS</th> <th>SALES PERSON</th> <th>.....</th> </tr> </thead> <tbody> <tr> <td>ONE SET OF LAN</td> <td>452 LAN NODE AND OTHER</td> <td>ZZZ</td> <td></td> </tr> <tr> <td>.....</td> <td>.....</td> <td>.....</td> <td>.....</td> </tr> </tbody> </table> </div> </div> </div>						TRANSACTION TITLE	DETAILS	SALES PERSON	.....	ONE SET OF LAN	452 LAN NODE AND OTHER	ZZZ		.....	.....	.....	.....
TRANSACTION TITLE	DETAILS	SALES PERSON	.....														
ONE SET OF LAN	452 LAN NODE AND OTHER	ZZZ															
.....	.....	.....	.....														

COMMODITY 64

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FIG. 7

41		42		43		44		45		46	
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR						
						REGISTER CUSTOMER INFORMATION					
CUSTOMER						CUSTOMER (COMPANY) NAME 71					
SECTION						SECTION NAME 72					
TRANSACTION						STAFF NAME 73					
ACTIVITY						SCHEDULED DATE OF SCENARIO 74					
SCENARIO						75 COMPLETE INPUTTING					

54

55

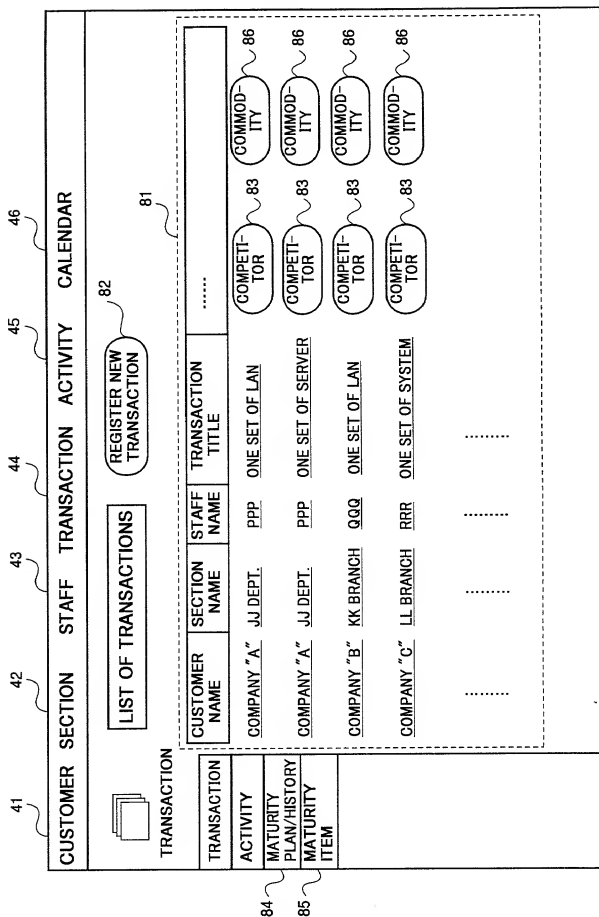
56

57

58

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FIG. 8





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FIG. 9

41	42	43	44	45	46
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR
<div>84</div> <div>85</div>	TRANSACTION	<div>91</div> <div>92</div>			
	TRANSACTION	<div>91</div> <div>92</div>			
	ACTIVITY	<div>91</div> <div>92</div>			
	MATURITY PLAN/HISTORY	<div>91</div> <div>92</div>			
	MATURITY ITEM	<div>91</div> <div>92</div>			
TRANSACTION		<div>91</div> <div>92</div>			
CUSTOMER NAME		<div>91</div> <div>92</div>			
SECTION NAME		<div>91</div> <div>92</div>			
STAFF NAME		<div>91</div> <div>92</div>			
TRANSACTION TITLE		<div>91</div> <div>92</div>			
SALES STAFF NAME		<div>91</div> <div>92</div>			
MATURITY STAGE		<div>91</div> <div>92</div>			
MATURITY PLAN/HISTORY		<div>91</div> <div>92</div>			
MATURITY		<div>91</div> <div>92</div>			
01-MAKING CONNECTION		<div>91</div> <div>92</div>			
02-MAKING RELATION		<div>91</div> <div>92</div>			
03-EXAMINING CIRCUMSTANCE		<div>91</div> <div>92</div>			
04-ATTRACTING CUSTOMER		<div>91</div> <div>92</div>			
05-UNDERSTANDING NEEDS		<div>91</div> <div>92</div>			
06-PICKING UP PROBLEMS		<div>91</div> <div>92</div>			
07-FORMAL PROPOSAL		<div>91</div> <div>92</div>			
08-CLEARING OBSTRUCTIVES		<div>91</div> <div>92</div>			
09-ENTERING INTO CONTRACT		<div>91</div> <div>92</div>			
SCHEDULED DATE		<div>91</div> <div>92</div>			
COMPLETION DATE		<div>91</div> <div>92</div>			
.....		<div>91</div> <div>92</div>			

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FIG. 10


41		42		43		44		45		46	
CUSTOMER		SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR					
<div>84</div> <div>85</div>		<div>101</div> <div>102</div>									
<div>TRANSACTION</div> <div>TRANSACTION</div> <div>ACTIVITY</div> <div>MATURITY PLAN/HISTORY</div> <div>MATURITY ITEM</div>		<div>TRANSACTION</div> <div>CUSTOMER NAME</div> <div>SECTION NAME</div> <div>STAFF NAME</div> <div>COMPANY "B"</div> <div>KK BRANCH</div> <div>YYY</div> <div>TRANSACTION TITLE</div> <div>SALES STAFF NAME</div> <div>MATURITY STAGE</div> <div>ONE SET OF LAN</div> <div>ZZZ</div> <div>05-UNDERSTANDING NEEDS ...</div>									
		<div>MATURITY ITEM</div> <div>MATURITY STAGE 2- MAKING RELATION</div> <div>- MAKE NEW CONTACTS WITH IMPORTANT PERSON(S) OF CUSTOMER</div> <div>- FIND OUT DECISION-MAKER IN CHARGE OF PURCHASING GOODS AND KEY- PERSON IN AUTHORITY</div> <div>- KEEP IN TOUCH WITH KEY- PERSON</div> <div>NOTE: NOTHING PARTICULARLY</div>									

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FIG. 11

41
42
43
44
45
46

CUSTOMER
SECTION
STAFF
TRANSACTION
ACTIVITY
CALENDAR



LIST OF ACTIVITIES

REGISTER  
NEW ACTIVITY

112


DETAILS OF ACTIVITY	MATURITY STAGE	SCHEDULED DATE	TIME	CUSTOMER NAME	SECTION NAME	TRANSACTION TITLE
CREATE PROPOSAL	07	2001/08/20	10:00	COMPANY "A"	JJ DEPT.	ONE SET OF LAN
PR OF NEW PRODUCT	04	2001/08/20	15:00	COMPANY "A"	JJ DEPT.	ONE SET OF SERVER
PR OF NEW PRODUCT	04	2001/08/21	10:00	COMPANY "B"	KK BRANCH	ONE SET OF LAN
CREATE PROPOSAL	07	2001/08/21	13:00	COMPANY "C"	LL BRANCH	ONE SET OF SYSTEM
PRESENT PROPOSAL	07	2001/08/23	10:00	COMPANY "A"	JJ DEPT.	ONE SET OF LAN
...	...	...	...	...	...	...

REGISTER NEW TRANSACTION

113

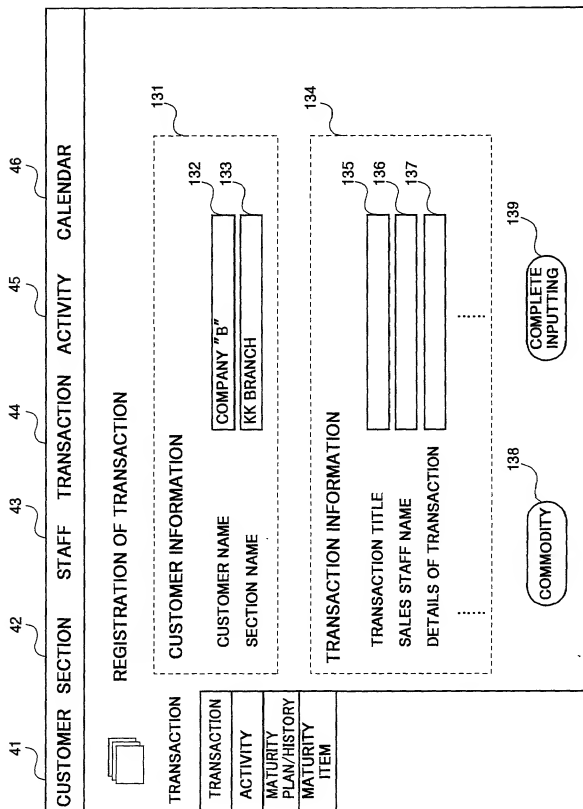
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FIG. 12

41	42	43	44	45	46	
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR	
	ACTIVITY					
	ACTIVITY					
REGISTRATION OF ACTIVITY						
CUSTOMER INFORMATION						
CUSTOMER NAME		<div>121</div> <div>122</div>				
SECTION NAME						
TRANSACTION INFORMATION						
TRANSACTION TITLE			<div>123</div>			
ACTIVITY INFORMATION						
DETAILS OF ACTIVITY		<div>124</div> <div>125</div> <div>126</div>				
SCHEDULED DATE						
MATURITY						
<div>127</div> <div>COMPLETE INPUTTING</div>						

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FIG. 13



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FIG. 14

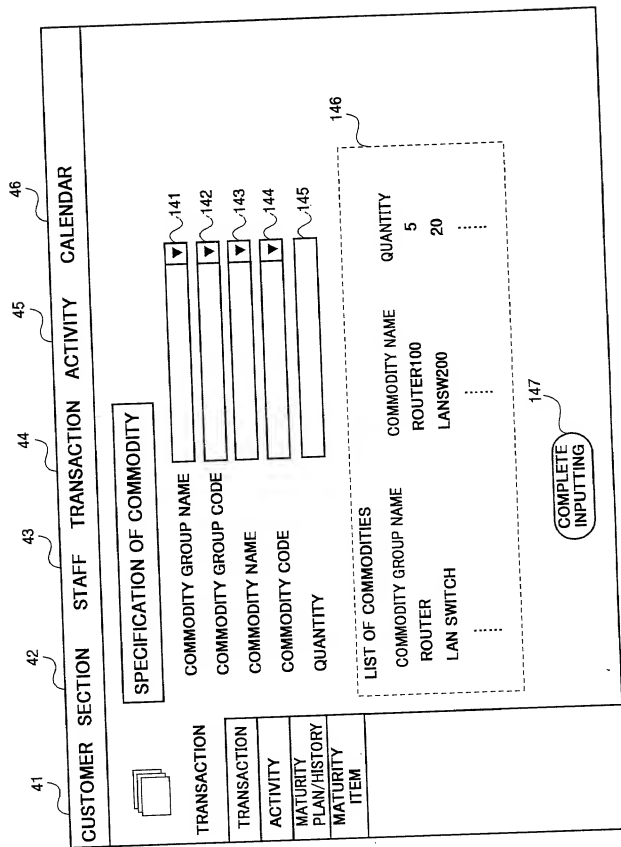



FIG. 15



MONTHLY CALENDAR

SALES STAFF NAME

▼

151

DAILY

WEEKLY

MONTHLY

ACTIVITY

152

CUSTOMER SECTION

STAFF

TRANSACTION

ACTIVITY

CALENDAR

AUGUST 2001

MON	TUE	WED	THURS	FRI	SAT/SUN
30	31	1	2	3	4/5
6	7	8	9	10	11/12
13	14	15	16	17	18/19
<div>20</div> 9:00 REGULAR MEETING 10:00 "A" /LAN- CREATE PROPOSAL 15:00 "A" /SERVER-PR FOR NEW PRODUCTS	<div>21</div> 10:00 "B" /LAN-PR FOR NEW PRODUCTS 13:00 "C" /SYSTEM- CREATE PROPOSAL	<div>22</div> 10:00 "A" /LAN- PRESENT PROPOSAL	23	24	25/26
27	28	29	30	31	1/2

16/16

FIG. 16

